

## BUSINESS RESOURCES, SERVICES AND ASSISTANCE

### **Alexandria Economic Development Partnership, Inc.**

The Alexandria Economic Development Partnership, Inc. (AEDP) provides services in recruiting new businesses to Alexandria and helping existing businesses to expand within the City. AEDP assists businesses and targeted industries with information regarding the availability of build-to-suit sites, office space and retail locations, and economic and demographic statistics. Working closely with local, state and regional organizations, the AEDP promotes economic development options and programs by

- C      furnishing a listing of existing and proposed commercial real estate
- C      assisting commercial real estate professionals by providing material and property tours to businesses locating or expanding in the City
- C      organizing outreach activities with City officials and businesses to technology firms, headquarter operations, small and minority-owned business enterprises, international firms, and associations
- C      serving as a liaison between City, businesses, and the community to address regulatory concerns
- C      providing information about comparative market data on Alexandria and the Metropolitan Washington area
- C      promoting industrial revenue bond financing, the enterprise zone program, and incentives for research and development firms
- C      working closely with the Alexandria Small Business Development Center and other small business service providers to assist in new and expanding businesses
- C      supporting state and regional business attraction programs
- C      meeting with local building owners, developers, and alliance groups to shape the various submarkets within the City to enhance the quality of life

**Contact:** For more information, contact the *Alexandria Economic Development Partnership, Inc. (AEDP)* at (703) 739-3820 or [alexecon@erols.com](mailto:alexecon@erols.com), or [www.alexecon.org](http://www.alexecon.org). See the appendix for AEDP's address.

### **Alexandria Chamber of Commerce**

The Alexandria Chamber of Commerce is a non-profit coalition of more than 1,100 businesses interested in promoting a good economic climate and quality of life in the City of Alexandria. It serves as the voice of business in Alexandria through its lobbying efforts. The Chamber also represents

member interests on selected state and federal issues deemed vital to business interests in Alexandria.

The Chamber offers a variety of programs and services to assist member firms in promoting and expanding their business base. These include business referrals, networking and business promotional opportunities, educational programs, business information and discounts on a variety business services which directly improve your bottomline. Other special programs include small business management workshops, sponsorship of a business expo showcasing the products and services available from Chamber members, and several community award programs. The Chamber as of July 1999, hosts the Alexandria Small Business Development Center to further strengthen small business assistance in the City.

In addition to its lobbying and networking programs, the Alexandria Chamber of Commerce helps promote its members' businesses through its referral services to potential visitors who contact the Chamber each month seeking hotel, restaurant, shopping and consumer services. The Chamber also receives more than 400 calls each month regarding business services. Referrals are made only to Alexandria Chamber of Commerce members, a free membership service.

Referrals are also made via the Chamber's web site located at [www.alexchamber.com](http://www.alexchamber.com). The Chamber's home page highlights major business issues and activities impacting the Alexandria community, including small business information. Web visitors can also identify Chamber members in various categories of business. Chamber members can now link directly to the Chamber's home page to ease access to business services and products.

The Chamber's 29-member Board of Directors develops an annual Program of Action to help improve Alexandria's economic climate and quality of life. The Program of Action includes technological initiatives and special programs to assist small businesses in expanding their economic success.

**Contact:** For further information about the Chamber's services and programs, please contact *Alexandria Chamber of Commerce* at (703) 549-1000. See the appendix for the Chamber's address.

### **Alexandria Small Business Development Center (SBDC)**

The Alexandria SBDC is part of Virginia's Small Business Development Centers, representing the most extensive business development program in the state. Hosted by the Alexandria Chamber of Commerce, the SBDC is a partnership between the City of Alexandria, the state, and the federal government working to strengthen Alexandria's economy. The SBDC assists small and medium-sized businesses in the City of Alexandria to improve management skills, productivity and their ability to generate profit. The SBDC provides one-on-one small business counseling, and information and referral services, at no cost. Nominal fees may be charged for training workshops and seminars.

**Contact:** For more information about the SBDC and its services, please contact *Alexandria Small Business Development Center* at (703) 299-9146 or their web page at [www.alexandriasbdc.com](http://www.alexandriasbdc.com). See the appendix for Alexandria SBDC's address.

### **Alexandria Convention and Visitors Association**

The Alexandria Convention and Visitors Association (ACVA) is a public/private partnership established in 1996 to promote the City of Alexandria and maximize business opportunities, increase tax revenues, and share the unique heritage of the City with visitors. ACVA markets events taking place in the City of Alexandria and is responsible for presenting Alexandria as a meeting and tour group site, as well as destination for leisure and business travel.

**Contact:** Information packages may be obtained by contacting the ACVA at (703) 838-4200 or their web page at [www.FunSide.com](http://www.FunSide.com). See the appendix for the ACVA's address.

### **Alexandria Enterprise Zone**

Alexandria's Enterprise Zone, the first and only State Enterprise Zone in Northern Virginia, was designated by the Governor of Virginia in 1994. The Enterprise Zone was established to stimulate private investment and job opportunities by offering businesses located within the selected area a package of state and local incentives.

The City of Alexandria administers Alexandria's Enterprise Zone. Working with the City, the Alexandria Economic Development Partnership, Inc., promotes a comprehensive program designed to market the Enterprise Zone as a business location, and supports small and minority business development in the Zone. Qualified businesses are eligible for state tax credits, grants and other benefits.

**Contact:** Alexandria Economic Development Partnership, Inc. (AEDP) at (703) 739-3820. See the appendix for AEDP's address.

### **Business Information Center (BIC)**

Supported by a local U.S. Small Business Administration (SBA) office, the BIC is designed to help your business research and plan. This "one-stop-center" offers free access to over 2,000 state-of-the-art computer and small business planning tools combined with free counseling by SCORE volunteer counselors.

**Contact:** For more information about BIC, please contact the SBA Washington District Office (202) 606-4000 Ext. 287. See the appendix for the SBA's address.

### **Tax Exempt Options for Technology Firms**

A company which registers with the City of Alexandria as a "research and development company" can exclude a portion of its receipts subject to the business and professional occupation and license tax. The portion of the company's revenue derived from research and development is excluded from the firm's receipts. Companies qualify for this exemption by obtaining recognition from the Department of Finance that they meet certain criteria developed by the Financial Accounting Standard Board. The Director of Finance makes the final determination as to whether a firm qualifies.

**Contact:** For more information about the City's policy on research and development companies, please contact the Director of Finance, Finance Department (703) 838-4755. See the appendix for

the Finance Department's address.

**Virginia's Center for Innovative Technology (CIT)**

Virginia's Center for Innovative Technology (CIT) provides a balanced portfolio of services to address the unique challenges that directly promote the creation and retention of technology-based jobs and businesses in Virginia. CIT draws upon higher education, federal laboratories and many other partners to deliver appropriate solutions to businesses. Programs and services include, technical assistance in acquiring or developing a technology, turning technologies into products, or getting new products into production and to market

**Contact:** For additional information, please contact *Regional Director, Northern Virginia, Virginia's Center for Innovative Technology* at (703) 689-3045. See the appendix for CIT's address.

**Virginia Department of Business Assistance**

The Virginia Department of Business Assistance (DBA) offers four main programs for business and industry. The Existing Industry Division identifies resources that allow existing businesses and industries to address needs by taking advantage of opportunities and avoiding problems. The Workforce Services Division helps new and existing businesses and industries to recruit and train workers for newly created jobs. The Financial Services Division identifies potential financial resources and administers lending programs. The Small Business Division provides counseling and guidance to small business and entrepreneurs.

**Contact:** For more information, please contact *Virginia Department of Business Assistance (DBA)* at (804) 371-8200. See the appendix for DBA's address.